



NATIONAL FOUNDATION  
FOR CANCER RESEARCH

*Research for a Cure*

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POSTAL REGULATORY  
COMMISSION

Postal Regulatory Commission  
901 New York Avenue NW, Suite 200  
Washington, DC 20268-0001

RE: Docket No. RM 2017-12

Dear Commissioners:

Greetings from Bethesda where I am writing on behalf of the National Foundation for Cancer Research (NFCR), the scientists we support, and, most importantly, so many we serve in making possible their hope and promise for a cure. NFCR relies on the U.S. Mail to raise funds and communicate with our supporters—so many people who rely on NFCR for direction as to diagnostics and targeted cancer therapies.

The bottom line is that without the mail, NFCR's fundraising would suffer severely and, as a consequence, so would our mission.

We simply do not understand why suddenly there is a need to increase nonprofit marketing mail rates for the nominal benefit of commercial marketing mail. This would seem to fly in the face of the rationale of the law granting nonprofits a discounted rate.

Injecting unanticipated increases such as those proposed here by USPS will mean that our fundraising budget will not be able to keep pace with the increase in postage costs. The inevitable result will be a reduction in our use of the mail, a reduction in our revenues, and, in turn, a reduction in our ability to serve our fund research to prevent, diagnose and cure cancer.

If NFCR's nonprofit postage rates were to increase and produce a corresponding loss of revenue, we would not be able to continue funding the sort of research that is making possible whole new approaches to diagnosing and treating cancer—including precision medicine and immunotherapies. Respectfully, we ask you to consider this consequence.

Please do not change the current system for calculating nonprofit rates. Implemented by the US Postal Service ten years ago, we see no pressing need for a change, especially not one that will do harm to all nonprofits using the mail.

Sincerely,

Franklin Salisbury, Jr.  
CEO